

Message Text

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ORIGIN COME-00

INFO OCT-01 CIAE-00 DODE-00 EB-07 NRC-05 NSAE-00 TRSE-00

AF-06 ERDA-05 ISO-00 MC-02 /026 R

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DRAFTED BY COM/OEA- MILLICHT:LLB

APPROVED BY EB/ITP/EWT-SSGOODMAN

AF"S-RPERRY

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R 170007Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY PRETORIA

INFO AMCONSUL JOHANNESBURG

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EXCON

C O R R E C T E D COPY (LINE OMITTED PARA 2B)

E.O. 11652: N/A

TAGS: ESTC, RH, SF

SUBJECT: PRE AND POST LICENSING CHECKS: CESSNA AIR-
CRAFT/AIRCRAFT DISTRIBUTORS

1. CESSNA HAS REQUESTED EXPORT LICENSES, THREE CASES, TO
SHIP (50) AIRCRAFT AT A TOTAL VALUE OF \$3,750,000 FOR
DEMONSTRATION AND EVENTUAL RESALE. THE ESSENTIAL DETAILS
ARE:

(A) CASE NO. 1Z0034, (20) MODEL 206 AT \$1,250,000

(B) " " 180035, (10) " 207 " \$1,000,000

(C) " " 180083, (20) " 182 " \$1,500,000

POST'S ASSESSMENT THIS PROPOSED TRANSACTION WOULD BE
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HELPFUL. IS THIS BUT A GENERAL MARKETING CAMPAIGN, OR IS

THERE FIRM INTEREST ON THE PART OF PROSPECTIVE CUSTOMERS?
IS CONSIGNEE AWARE OF RESTRICTIONS ON END-USE AND END-USERS?

NEED FOR REEXPORT AUTHORIZATION? L'KELIHOOD OF USE
CONTRARY TO USG RHODESIAN SANCTIONS REGULATIONS?

2. DURING FIRST WEEK OF THIS MONTH COMMERCE ISSUED EXPORT
LICENSE FOR (50) CRAFT VALUED AT \$2,910,000 WHICH
INVOLVED CITED PRINCIPALS AND END-USE. EACH OF THE FOUR
LICENSES CARRIED THE FOLLOWING CAVEATS:
"THIS LICENSE IS ISSUED ON THE BASIS OF CLEAR UNDER-
STANDING ON THE PART OF APPLICANT AND ULTIMATE CONSIGNEE,
APPLICANT WILL INFORM LATTER IN WRITING, WITH COPY TO THE
U.S. DEPARTMENT OF COMMERCE (WE HAVE NOT YET RECEIVED
COPY), THAT SUBJECT AIRCRAFT ARE INTENDED FOR:

(A) RESALE TO NORMAL CIVILIAN AND COMMERCIAL END-
USERS FOR NORMAL CIVILAIN AND COMMERCIAL
PURPOSES IN THE REPUBLIC OF SOUTH AFRICA ONLY.

(B) SALE/LEASE/CHARTER TO GOVERNMENTAL ENTITIIES
REQUIRES SEPARATE AND SPECIFIC AUTHORIZATION
FROM THE U.S. DEPARTMENT OF COMMERCE.

(C) REEXPORT FROM SOUTH AFRICA REQUIRES SEPARATE
AND SPECIFIC AUTHORIZATION FROM COMMERCE.

(D) SUBJECT AIRCRAFT WILL NOT BE USED IN
SOUTHERN RHODESIA."

COMMERCE WOULD THEREFORE APPRECIATE KNOWING IF CESSNA
HAS WRITTEN TO AIRCRAFT DISTRIBUTORS AS INDICATED ABOVE.
HAVE ANY SALES BEEN MADE, AND IF SO, TO WHOM AND FOR
WHAT END-USE. THE DETAILS OF THE FOUR LICENSES ARE:

- (A) NO. 179883, (10) CESSNA MODEL 177 AT \$500,000
- (B) " 179770, (10) CESSNA MODEL 172 " \$250,000
- (C) " 179882, (20) CESSNA MODEL 210 " \$2,000,000
- (D) " 179771, (10) CESSNA MODEL 150 " \$160,000

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3. WE HAVE BEEN TROUBLED BY ALLEGATIONS THAT INVOLVE
CESSNAS IN SOUTHERN RHTDESIA, AS WELL AS IN POSSESSION OF
THE SOUTH AFRICAN MILITARY ESTABLISHMENT. THESE REPORTS
ARE BEING INVESTIGATED AND PRESENT BASIC DIFFICULTY OF
CORRELATING AIRCRAFT WITH EXPORT LICENSES ISSUED AS WELL
AS WITH MODELS INVOLVED. COMMENTARY ALONG THESE LINES
WOULD ALSO BE APPRECIATED. PLEASE REPLY SOONEST. KISSINGER

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